

Message Text

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ACTION NEA-10

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P R 131530Z JUN 75
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TO USDOC WASHDC PRIORITY
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UNCLAS TUNIS 3607

USDOC FOR MAJOR PROJECTS/JOHN SANDS AND CAGNE/JENSEN

E.O. 11652: N/A
TAGS: BEXP, EMIN, TS
SUBJ: CONSTRUCTION OF 1 MILLION TON/YEAR CEMENT PLANT

1. ALGERIAN-TUNISIAN CEMENT COMPANY (CIMAT) FORMED TO CONSTRUCT CEMENT PLANT IN WESTERN TUNISIA NEAR THALA INFORMED EMBOFF TODAY THAT HE IS ISSUING INVITATIONS TO BID TO SELECTED BIDDERS ON JULY 15. HE ESTIMATED COST OF CONSTRUCTION PLANT, WHICH WILL HAVE AN ULTIMATE CAPACITY OF ONE MILLION TONS OF CEMENT A YEAR AT ROUGHLY \$120 MILLION OF WHICH EQUIPMENT AND EXTERNAL SERVICES WOULD AMOUNT TO \$80-90 MILLION. CIMAT IS REQUESTING BIDS ON A TURNKEY BASIS INCLUDING TRAINING OF TUNISIAN WORKERS AND STAFF AND PROBABLY CONTINUING TECHNICAL SERVICES TO ASSURE PROPER OPERATION AFTER PLANT COMPLETED EARLY 1979. BIDS WILL BE OPENED NOV 15.

2. BECHRAOUI SAID THAT HE HAS ASKED ONLY ONE AMERICAN COMPANY (ALLIS CHALMERS THROUGH ITS LONDON OFFICE) WHETHER IT WOULD BE INTERESTED IN PARTICIPATION IN BID AND INFORMING IT THAT SAMPLES OF LIMESTONE FROM QUARRY ARE AVAILABLE FOR ANALYSIS FOR PROSPECTIVE BIDDERS AT JERISSA NEAR ALGERIAN BORDER. CIMAT HAS NOT YET RECEIVED INDICATION OF INTEREST BY ALLIS CHALMERS.

3. EMBOFF NOTED THAT THERE MIGHT BE OTHER US COMPANIES INTERESTED IN BIDDING ON PROJECT AND THAT, BECAUSE OF
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PRESENT LOW VALUE OF US DOLLAR, TUNISIA MIGHT BE ABLE

EFFECT SUBSTANTIAL REDUCTION IN COSTS OF PROJECT BY INVITING DIRECT BIDS FROM US FIRMS. BECHRAOUI AGREED THAT THIS COULD VERY WILL BE TRUE BUT SAID THAT HE HAS HAD DIFFICULTY DETERMINING WHETHER US FIRMS ARE IN FACT INTERESTED IN THIS PROJECT. EMBOFF OFFERED TO DETERMINE THROUGH US DEPT OF COMMERCE WHETHER THERE ARE ANY OTHER AMERICAN FIRMS WHICH WOULD BE INTERESTED IN COMPETING.

4. ACTION REQUESTED: USDOC REQUESTED TO DETERMINE WHETHER ALLIS CHALMERS IS PREPARED TO PARTICIPATE IN INVITATION TO BID ON SUBJECT PROJECT. ALSO SUGGEST THAT USDOC BRING THIS IMPORTANT PROJECT TO IMMEDIATE ATTENTION OF TWO OR THREE OTHER QUALIFIED US FIRMS THAT WOULD BE INTERESTED IN SUBMITTING BIDS. THEY SHOULD BE ASKED TO BRING THEIR INTEREST, WITH NECESSARY SUPPORTING INFORMATION AS TO QUALIFICATIONS, PREVIOUS EXPERIENCE, FINANCIAL RESOURCES, ETC., TO DIRECT ATTENTION OF: MOHIEDDINE BECHRAOUI, PRESIDENT DIRECTEUR GENERAL, CIMAT, BOITE POSTALE 549, TUNIS R.P., TUNISIA. FIRMS MAY ALSO WISH TO TAKE ADVANTAGE OF CIMAT OFFER TO TAKE ORE SAMPLES FOR ANALYSIS. IN VIEW OF SHORT TIME BEFORE BIDS ISSUED, FIRMS MAY WISH MAKE SHORT VISIT TO TUNISIA IN EFFORT ASSURE THEY ARE INCLUDED ON LIST OF SELECTED BIDDERS. SEELYE

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